

 Dell Technologies

From Desk to Destination

How PCs Transform Growing
Organizations



 Microsoft



Modernizing your workplace is about more than just keeping up. It's about unlocking new ways to grow. For a small business, outdated technology can slow you down, frustrate your team, and even put your operations at risk. Technology helps businesses grow, but old systems often cost more to maintain. With rising hardware prices, "good enough for now" can end up costing more in the long run.

By moving to modern, secure, and easy-to-manage technology, you can cut complexity, protect your business, and free up time to focus on serving customers. This is your chance to turn technology into an advantage, giving your business the flexibility and confidence to thrive. Modernization doesn't have to be complicated or expensive. With the right tools and support from a trusted partner like Dell Technologies, you can create a workplace that's simple, secure, and ready to grow.

This guide will show you how to:

- **Design a workplace that fits how your team works.**
- **Simplify IT and secure your operations.**
- **Scale your success with flexible services.**

When your technology works the way it should, your team can focus on what matters most: growing your business and staying ahead with confidence.

Modernize Your Workplace

Designed for the Way You Work The Challenge: Friction in a Fast-Paced World

For a growing business, every resource counts. Your ability to respond quickly to customers and adapt to new opportunities is your greatest strength. However, relying on older technology slows everything down. It creates friction for both your employees and your customers. Today, artificial intelligence (AI) is built into everyday tools for writing, customer support, and analytics. To take full advantage, your business needs devices that can keep up.

Upgrading to modern, AI-ready PCs helps teams work faster, smarter, and more securely. This turns daily tasks into opportunities for growth and gives your business the edge it needs to succeed.



Modernize Your Workplace

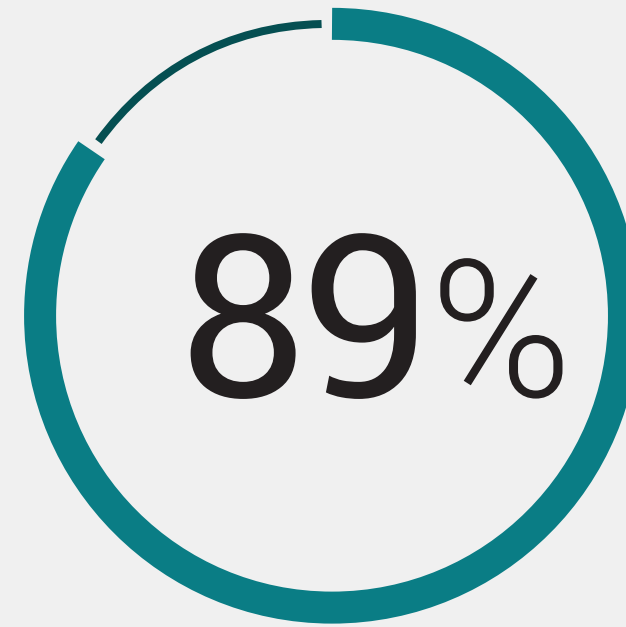
The Solution: Technology That Fits Your Team

Dell Technologies helps you design a workplace that fits how your team gets things done. Our affordable and reliable AI-ready PCs and accessories are built to work together, helping your team stay productive and collaborative. Our portfolio includes industry-leading monitors, webcams, and smart audio solutions.

By providing modern tools, you boost team morale and empower them to deliver the excellent service your customers expect. We offer durable, lightweight designs with longer battery life and modular components that make repairs easier and reduce downtime. With Dell Technologies, you get technology that enhances performance so your business can stay ahead.

Outcomes for Your Business

- Boosted Productivity and Collaboration: Empower your team with tools that make teamwork seamless and efficient.
- Enhanced Employee Satisfaction: Modern, responsive technology keeps your team engaged and focused.
- Reduced Downtime and IT Complexity: Reliable devices and simplified management free up your time for strategic work.



89% of growing organizations agree that it is critical for their PCs to support AI-driven applications/workloads.^[1]



Modernize Your Workplace

Designed for the Way You Work The Challenge: Balancing Growth and Security

Managing technology in a small business can feel like a constant balancing act. With a small team, every minute spent on IT issues is time taken away from serving customers and growing the business. Security is a top concern, but complex tools can be overwhelming and expensive. With hardware price increases and less predictable supply, you can face higher costs and longer wait times for upgrades and replacements. This makes it even harder to stay up to date and protected.

The opportunity is to find straightforward, reliable solutions that secure your business without adding complexity. This frees up your team to focus on building relationships and driving progress with confidence.



Modernize Your Workplace

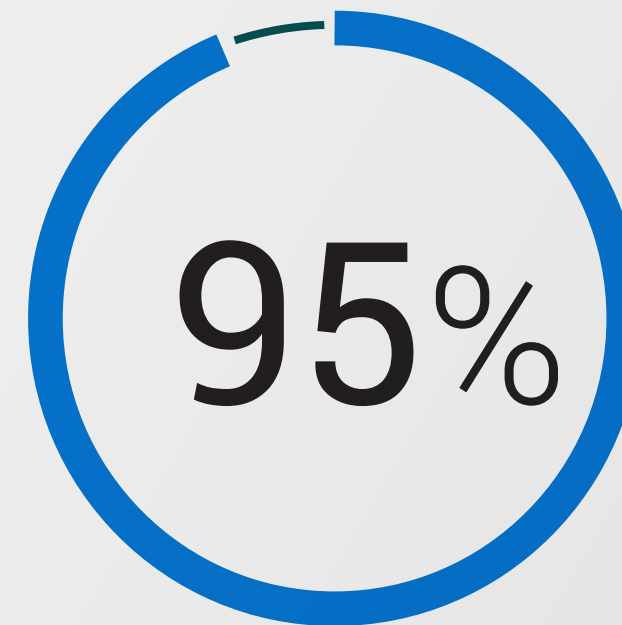
The Solution: Security Built-In, Not Bolted On

As a trusted IT and security partner to businesses of all sizes, we understand the cybersecurity challenges you face. We build products and solutions to help you simplify IT and secure your workplace. Our commercial PCs are designed to be the world's most secure.

We reduce complexity with centralized controls and built-in security features. These include next-generation antivirus (NGAV) software and PC self-healing, geolocation, and resilience software. These tools protect your business from evolving threats. This saves you time on routine management and troubleshooting, giving you peace of mind that your data and devices are protected. Dell Technologies delivers straightforward, effective solutions that let you focus on strategic priorities instead of putting out fires.

Outcomes for Your Business

- **Reduced Risk of Breaches and Downtime:** Protect your critical data and keep your operations running smoothly.
- **Simplified IT Management:** Free up your valuable time and resources to focus on growing your business.
- **Confidence to Adopt New Technologies:** Securely embrace new tools that give you a competitive advantage.



95% of SMB leaders agree enhanced security features are often a driving factor in the selection of an infrastructure and/or PC purchase.^[2]

Modernize Your Workplace

Scale Workplace Success with Services

The Challenge: Managing Technology Through Growth

Managing technology from setup and repairs to replacing old devices can drain valuable time and resources. With tight budgets and lean teams, it's tough to keep up with the latest tools while also focusing on growth. The good news is you don't need a big IT department to stay ahead.

The opportunity lies in creating a flexible workplace with predictable costs and expert support. This approach helps you stay ahead, manage expenses effectively, and give your team the tools they need to succeed. It ensures your technology works for you, not against you



Modernize Your Workplace

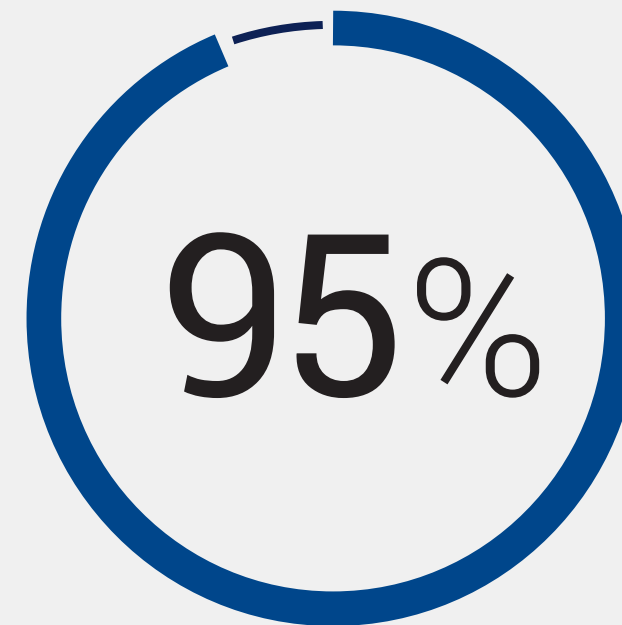
The Solution: Flexible Support for a Growing Business

We help you scale your successes with services that can adapt to whatever comes next. Our end-to-end services and flexible payment solutions make it easier to manage your budget and scale your technology as your business grows. Solutions like ProSupport Suite for PCs and APEX PC-as-a-Service give you predictability and control.

From easy device deployment to expert support and responsible asset retirement, we provide the flexibility you need to make smart investments. This ensures your technology is always a competitive advantage.

Outcomes for Your Business

- **Faster Device Deployment:** Get your team up and running quickly with new technology, minimizing delays.
- **Scalable IT Solutions:** Invest in technology that grows with your business, ensuring long-term value.
- **Improved ROI and Cost Management:** Predictable costs and flexible options help you manage your budget effectively.



95% of SMB leaders agree that working with a trusted technology partner reduces the risk associated with adopting new technologies. ^[3]

Modernize Your Workplace

Partner with Dell Technologies to Build Your Modern Workplace

Partnering with Dell Technologies gives your business more than just technology. It provides a foundation for growth. We offer reliable, secure, and affordable solutions designed to meet the demands of a growing business.

From AI-ready PCs that boost productivity to simplified management tools that free up your time, we help you work smarter, not harder. With tailored services and flexible payment options, we make it easy to modernize your workplace. You can stay focused on serving your customers and moving your business forward with confidence. When you partner with us, your teams move faster, your IT runs smoother, and your business stays ready for whatever comes next.

Explore how our solutions can help you build a more efficient, secure, and agile workplace.

[Explore AI PCs](#)



About Dell Technologies

Dell Technologies (NYSE: DELL) helps organizations and individuals build their digital future and transform how they work, live and play. The company provides customers with the industry's broadest and most innovative technology and services portfolio for the AI era.

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Learn more at [Dell.com](https://www.dell.com)

Frequently Asked Questions

1. What is workplace modernization, and why is it important now?

Modernizing your workplace means updating technology and processes to support how your teams work today, empowering productivity, simplifying IT, and strengthening security. With AI transforming work and Windows 10 support ending, modernization keeps your organization competitive and secure.

2. How can Dell help us get started with modernization?

Dell makes it simple with tailored solutions, from AI-ready PCs to integrated desk setups and end-to-end support services. Our team guides you through every step, helping you choose the right technology and streamline deployment so your teams see benefits faster.

3. What are AI PCs, and how do they add value?

AI PCs are equipped with specialized hardware to run AI workloads directly on the device, improving performance, personalization, and security. These modern PCs help employees automate tasks, gain insights, and stay ahead of evolving workplace needs.

4. How does Dell prioritize security in its solutions?

Security is built into every layer of our devices and solutions—from hardware protections to advanced endpoint security and managed services. This comprehensive approach safeguards your data, ensures compliance, and lets your teams work confidently from anywhere.

5. Are Dell's solutions scalable for organizations of all sizes?

Absolutely. Whether you're a small business or a large enterprise, Dell offers flexible purchasing models and services that scale with your needs—helping you modernize efficiently, manage costs, and support growth at every stage.

Sources

[1] Dell Technologies IT Strategy Pulse, a survey across 750 IT and business decision makers from US, UK, DE, FR and JP, November 2025.

[2] Dell Technologies IT Strategy Pulse, a survey across 750 IT and business decision makers from US, UK, DE, FR and JP, November 2025.

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